

Message Text

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ACTION NEA-10

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R 110956Z MAR 77
FM AMCONSUL BOMBAY
TO USDOC WASHDC
INFO SECSTATE WASHDC 7143
AMEMBASSY NEW DELHI
AMCONSUL CALCUTTA
AMCONSUL MADRAS

UNCLAS BOMBAY 0599

E. O. 11652: N/A
TAGS: BTIO, IN
SUBJ: INVESTMENT OPPORTUNITY - A BOMBAY ENGINEERING
CONSULTANT SEEKS TECHNICAL KNOW-HOW FOR MANUFACTURE OF
NITROCHLOROBENZENE PRODUCTS

REF: 10 FAM 165

1. CHEMCON ENGINEERING CONSULTANTS PRIVATE LTD., 1102 EMBUSY
CENTRE, 11TH FLOOR, NARIMAN POINT, BOMBAY 400 021 (CABLE:
CHEMICON), HAS EVINCE INTEREST IN CONTACTING US FIRMS
INTERESTED IN PROVIDING TECHNICAL KNOW-HOW TO MANUFACTURE
NITROCHLOROBENZENE PRODUCTS.

2. CHEMCON, A FIRM OF ENGINEERS PREVIOUSLY WORKING FOR THE
CANADIAN MONTREAL ENGINEERING INTERNATIONAL LTD. IN BOMBAY,
ACQUIRED MONTREAL'S ON-GOING BUSINESS A YEAR AGO WHEN
MONTREAL CLOSED BUSINESS IN INDIA. CHEMCON'S CURRENT FIELD
OF CONSULTANCY SERVICES INCLUDES NUCLEAR POWER ENGINEERING,
CHEMICALS AND PESTICIDES, COAL GASIFICATION, PLANT ENGINEERING
AND PIPE LAYING. AMONG ITS CLIENTS ARE INDIAN AFFILIATES OF
AMERICAN FIRMS UNIONHAFBIDE, PENNWALT, ASHLAND OIL AND
WEST GERMAN MERCK.

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3. CHEMCON STATED THAT IT HAS BEEN RETAINED BY THE INDIAN
GOVERNMENT-OWNED HINDUSTAN ORGANIC CHEMICALS LTD. (HOCL),
RASAYANI, DISTRICT KOLABA, MAHARASHTRA, TO PROVIDE PROJECT
CONSULTANCY FOR ITS PROPOSED NITROCHLOROBENZENE PRODUCTS
PLANT. IN THIS REGARD, CHEMCON WISHES TO GET IN TOUCH WITH
US MANUFACTURERS INTERESTED IN SUPPLYING TECHNICAL KNOW-HOW

AND PROCESS ENGINEERING ON A MUTUALLY AGREED BASIS.

4. HOCL'S PROPOSED PLANT WILL ANNUALLY PRODUCE 5,000 METRIC TONS OF NITROBENZENE PRODUCTS VIA NITRATION OF MONO-CHLOROBENZENE INCLUDING 3,400 M. TONS PARANITROCHLOROBENZENE AND CORRESPONDING QUANTITY OF OROHONITROCHLOROBENZENE.

5. CLIENT HOCL'S CHEMICAL COMPLEX PRODUCES A WIDE RANGE OF ITEMS INCLUDING ACETANILIDE, META-AMINO PHENOL, SULPHURIC ACID, FORMALDEHYDE, BENZENE HEXA CHLORIDE, ANILINE

NITROBENZENE AND NITROCHLOROBENZE.(FGC)'S DEVELOPMENT PROGRAM ENVISAGES SEVERAL OTHER CHZICAL PLANTS IN THE NEXT FEW YEARS.

6. ACTION REQUESTED: PLEASE DISSEMINATE CHEMCON'S PROPOSAL AMONG APPROPRIATE AMERICAN FIRMS. ALTHOUGH CHEMCON HAS NOT MADE A SPECIFIC REQUEST, US CONSULTING ENGINEERING FIRMS POSSESSING NITROBENZENE TECHNOLOGY MAY ALSO BE NOTIFIED OF CHEMCON'S INTEREST. WE WOULD APPRECIATE RECEIVING A LISTING OF FIRMS RESPONDING TO THIS PROPOSAL.

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